

The logo for SAGIS, featuring the word "SAGIS" in a bold, black, sans-serif font. The letter "i" is stylized with a green dot above it and a green vertical bar for the stem.

SAGIS

The title "Sorghum Forum" is written in a large, bold, green, sans-serif font with a slight drop shadow.

Sorghum Forum

2 November 2018

Nico Hawkins
General Manager

Four 3D-style arrows pointing upwards and to the right, in shades of green, orange, and grey, set against a background of a world map.

20 Years
service to the industry
November
(1997 - 2017)

Sorghum: Supply & demand

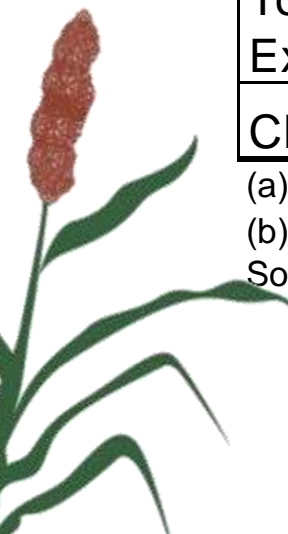
(National vs. International – Marketing season)

	SAGIS	NAMC (S&DEC)	International (IGC)	
Marketing year:	Mar - Feb		Sep - Aug	
	Actual 2017/18 '000t	Projection: 2018/19 '000t	Estimate: 2017/18 Mil ton	Projection: 2018/19 Mil ton
Opening stocks	35.2	59.2	4.7	5.2
Production	151.0	108.4	58.7	59.8
Imports	55.8	52.2	7.6	6.5
Total use	165.3 ^(a)	168.1 ^(a1)	58.2	60.4
Exports	13.6	7.2	7.6	6.5
Closing stocks	59.2 ^(b)	43.2 ^(b)	5.2	4.6

(a) Including producer withdrawals, seed and end users (SAGIS - 3 852 ton, S&DEC - 3 000 ton)

(b) All stocks, regardless ownership thereof, in commercial structures.

Source: SAGIS, NAMC: S&DEC, International Grain Council's Grain Market Report



Sweet & Bitter Sorghum: Supply & demand



Marketing year: Mar - Feb	SAGIS			NAMC (S&DEC)		
	Actual 2017/18 '000t			Projection: 2018/19 '000t		
	Sweet	Bitter	Total	Sweet	Bitter	Total
Opening stocks	31 836	3 402	35 238	31 211	28 035	59 246
Production	97 405	53 562	150 967	58 564	49 791	108 355
Imports	55 824	0	55 824	50 000	2 200	52 200
Total use (a)	137 708	26 510	164 218	109 100	59 000	168 100
Exports	11 647	1 952	13 599	5 000	2 200	7 200
Closing stocks (b)	31 211	28 035	59 246	26 575	16 626	43 201

(a) All stocks, regardless ownership thereof, in commercial structures.

Source: SAGIS, NAMC: S&DEC

Sorghum Crop estimates vs. Producer deliveries



	2018/19**	2017/18	2016/17
CEC Production *	109 855	152 000	70 500
SAGIS Deliveries	105 896	150 967	68 578
Difference	3 959	1 033	1 922

* CEC Final Estimate

** SAGIS Progressive Mar - Sep '18



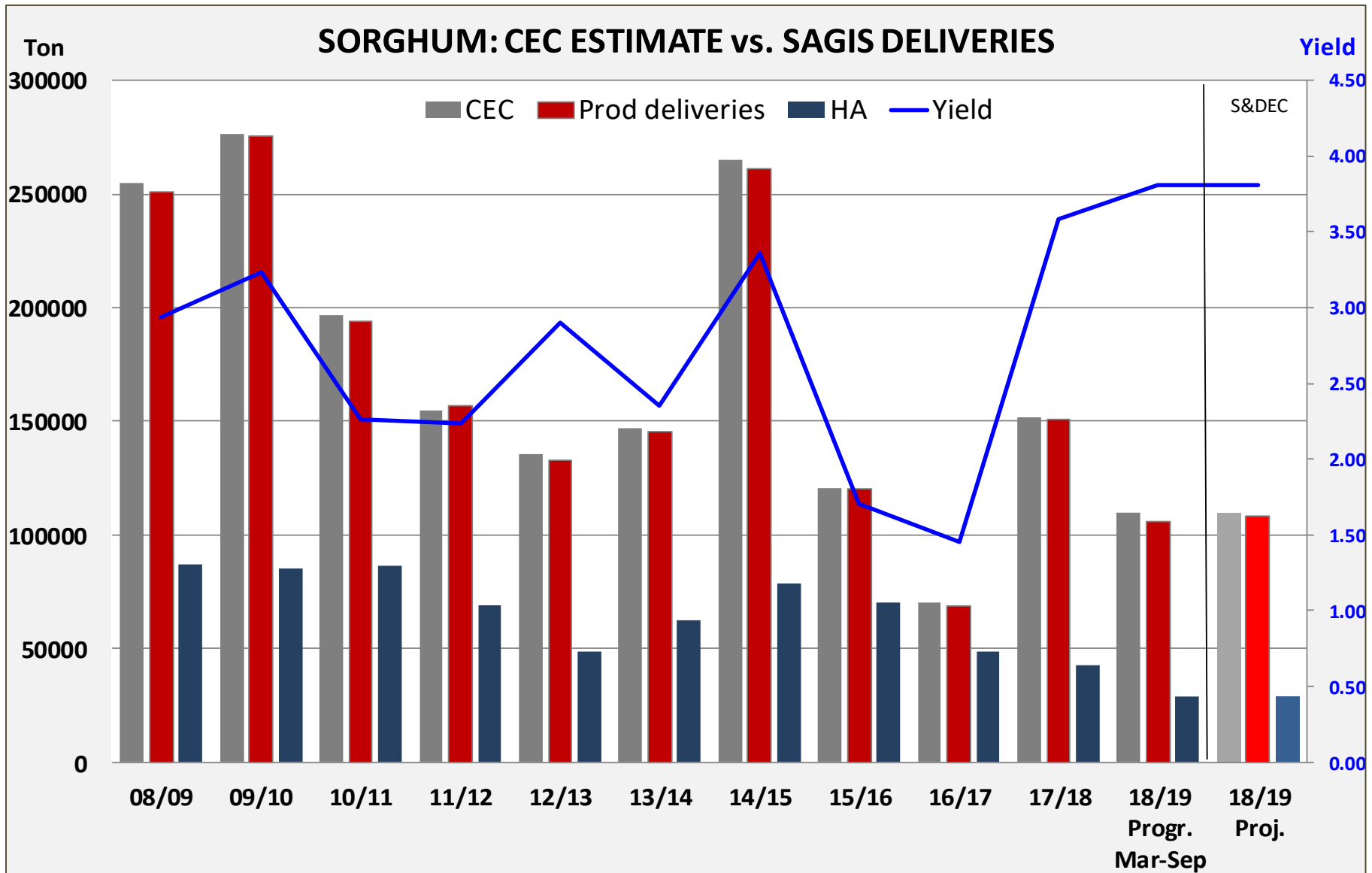
Sorghum Crop estimates vs. Producer deliveries



Summer crops – intentions to plant

CROP/GEWAS	Intentions/ Voorname 2019 Ha	Area planted/ Opp beplant 2018 Ha	Final estimate/ Finale skatting 2018 Tons	Change/ Verandering/ %
	soos middel Oktober 2018/ as mid October 2018		as on 26 Sep 2018/ soos op 26 Sept 2018	
	(A)		(C)	
Commercial/Kommersieël:				
White maize/Witmielies	1 373 400	1 268 100	6 801 560	+8,30
Yellow maize/Geelmielies	1 075 000	1 050 750	6 129 650	+2,31
Maize/Mielies	2 448 400	2 318 850	12 931 210	+5,59
Sunflower seed/Sonneblomsaad	575 000	601 500	858 605	-4,41
Soybeans/Sojabone	851 800	787 200	1 550 800	+8,21
Groundnuts/Grondbone	50 000	56 300	53 750	-11,19
Sorghum	43 000	28 800	109 855	+49,31
Dry beans/Droëbone	60 000	53 360	69 360	+12,44
TOTAL/TOTAAL	4 028 200	3 846 010	15 573 580	+4,74

Sorghum: CEC Estimate, Yield, Ha & SAGIS Deliveries



Sorghum: Imports & Exports per marketing season

2018/19 Progressive summarised info

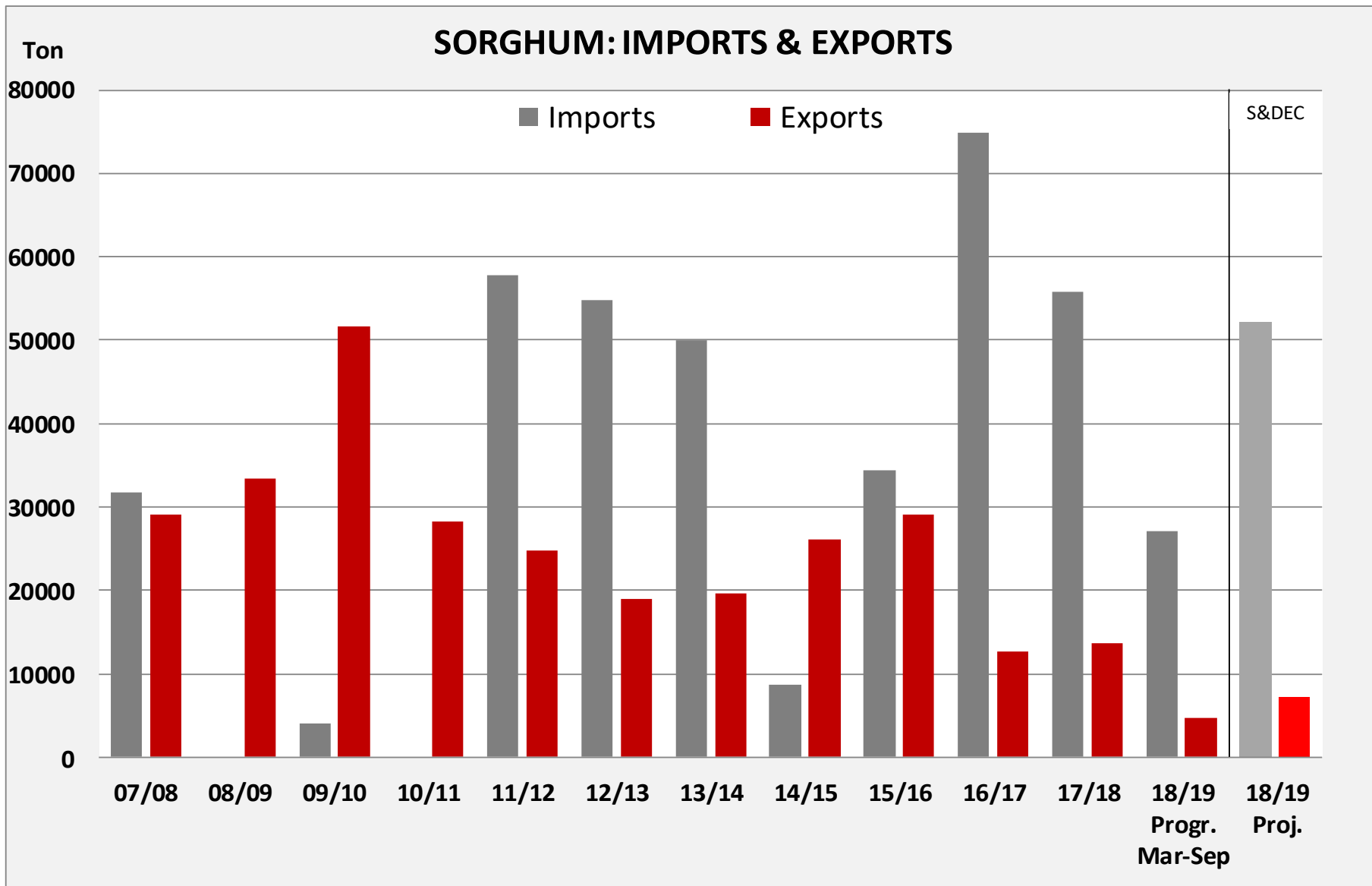
Whole Sorghum	2018/19 *	2017/18	2016/17
	Ton		
Imports	27 078	55 824	74 957
Exports *	2 593	13 599	12 649

* Exports includes Products and Whole grain

*Progr. 2018/19: Mar - Sep '18



Sorghum: Imports & Exports per marketing season

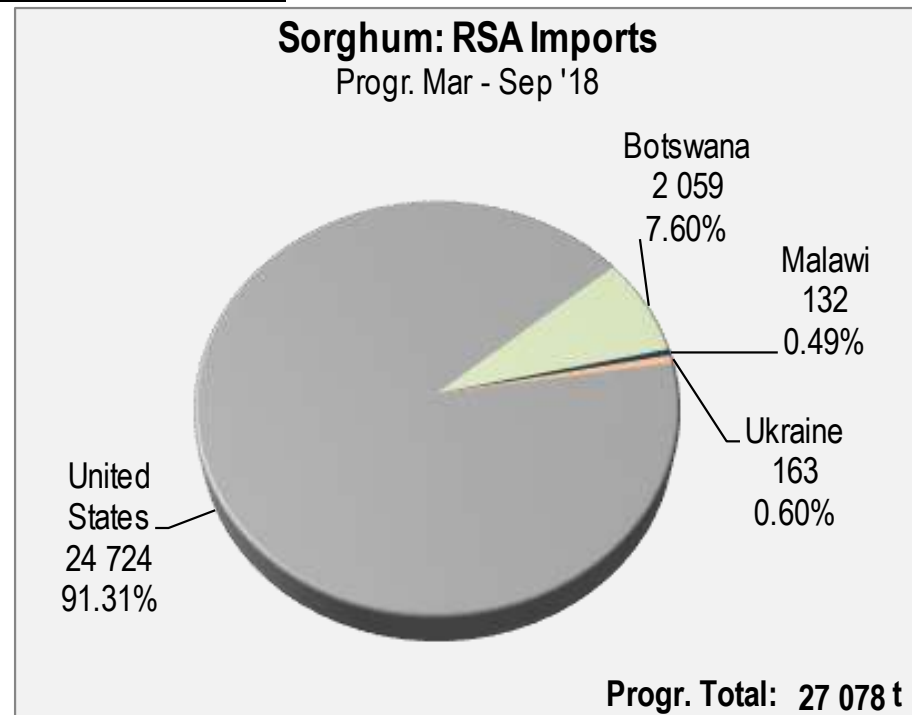


Sorghum: Imports for RSA

(2018/19: Progr. 1 Mar – 30 Sep '18)

Month	Botswana	Malawi	Ukraine	United States	Month Total	Progressive Total
March 2018	0	0	0	0	0	0
April 2018	0	0	0	0	0	0
May 2018	0	28	163	0	191	191
June 2018	0	0	0	15 540	15 540	15 731
July 2018	0	0	0	0	0	15 731
August 2018	1 443	74	0	9 184	10 701	26 432
September 2018	616	30	0	0	646	27 078
TOTAL 2018/19	2 059	132	163	24 724	27 078	

Source: SAGIS



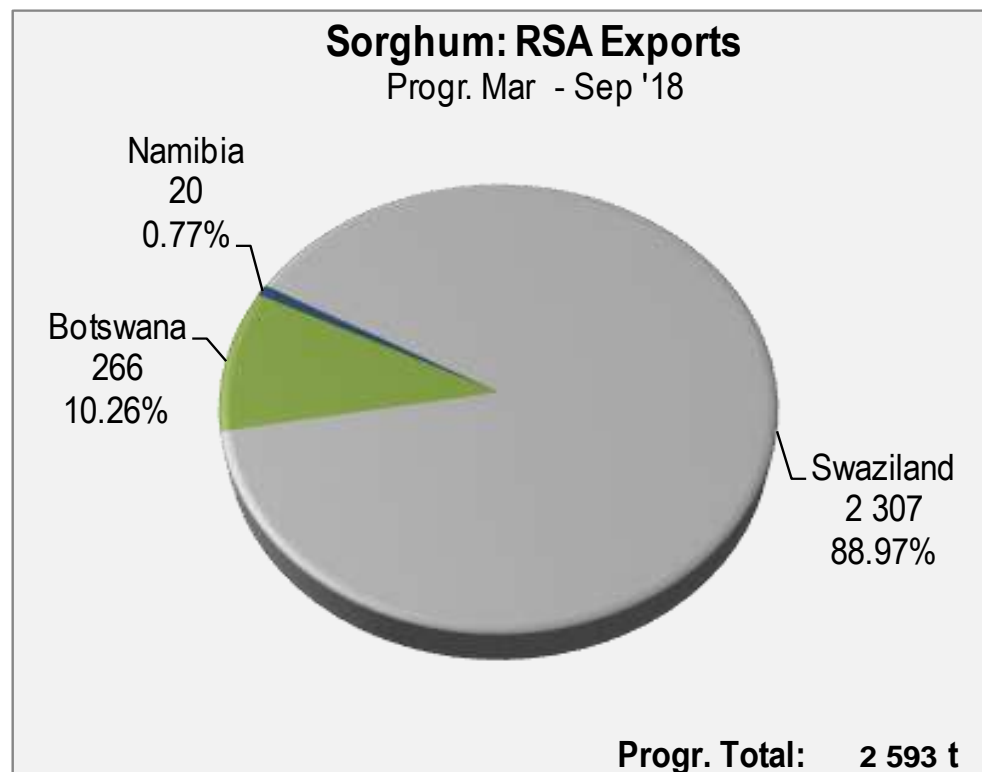
Sorghum: Exports from RSA

(2018/19: Progr. 1 Mar – 30 Sep '18)

2018/19 Month	Botswana	Namibia	Swaziland	Tanzania	Zambia	Month Total	Progressive Total
March 2018	10	20	238	0	0	268	268
April 2018	76	0	198	0	0	274	542
May 2018	32	0	457	0	0	489	1 031
June 2018	45	0	164	0	0	209	1 240
July 2018	40	0	544	0	0	584	1 824
August 2018	36	0	404	0	0	440	2 264
September 2018	27	0	302	0	0	329	2 593
TOTAL	266	20	2 307	0	0	2 593	*

* Whole grain exported only - excluding products

Source: SAGIS



Sorghum: Consumption

Sorghum Processed	2018/19 *		2017/18 **	
	Firms	Tons	Firms	Tons
Indoor malting	6	6 521	6	6 464
Floor malting	11	25 228	11	27 440
Meal, rice & grits	26	55 378	28	55 464
Pet Food	6	467	6	433
Poultry feed	36	3 749	32	2 517
Livestock feed	14	1 447	13	2 047
		92 790		94 365

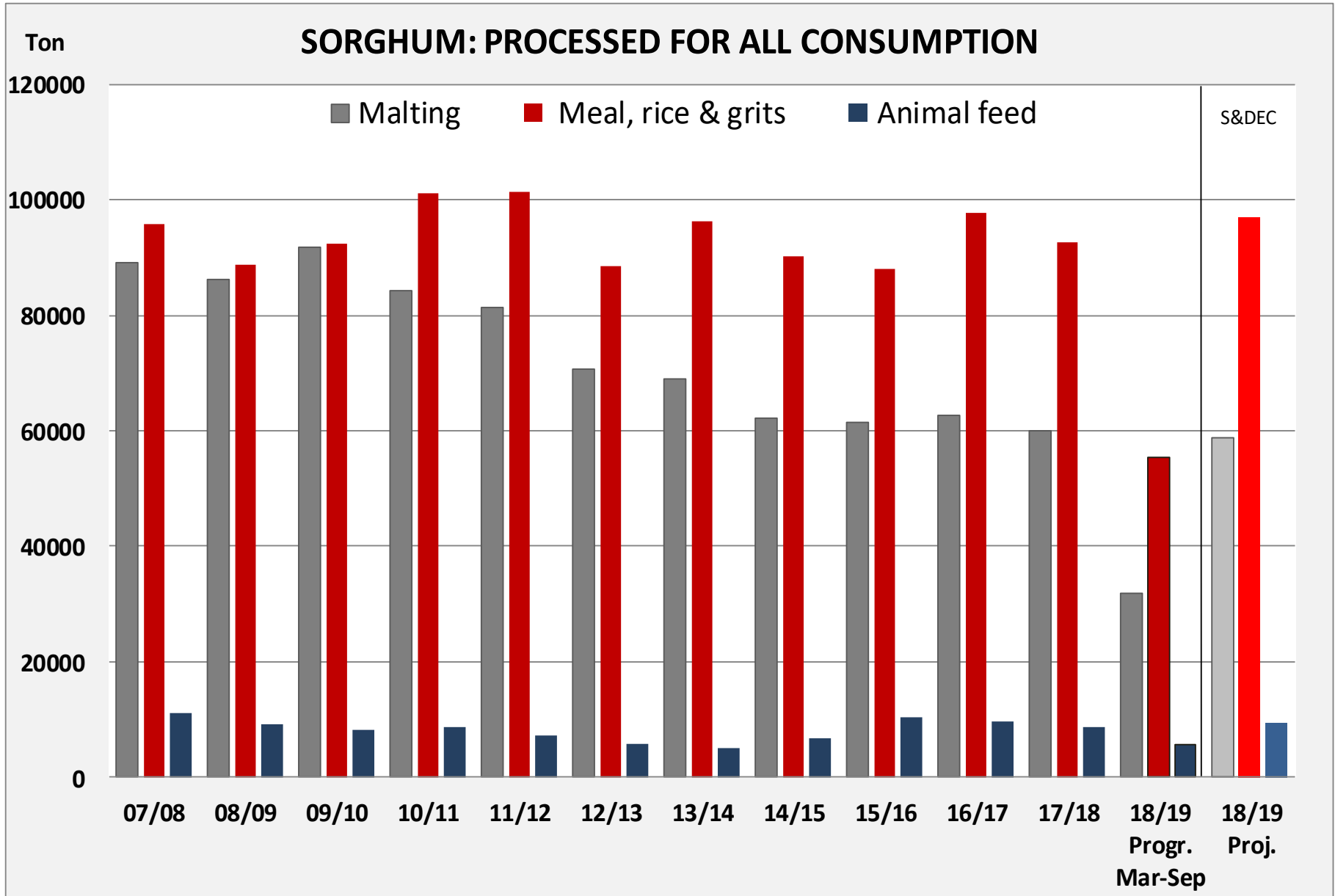
* 2018/19: 1 Mar '18 - 30 Sep '18

** 2017/18: 1 Mar '17 - 30 Sep '17

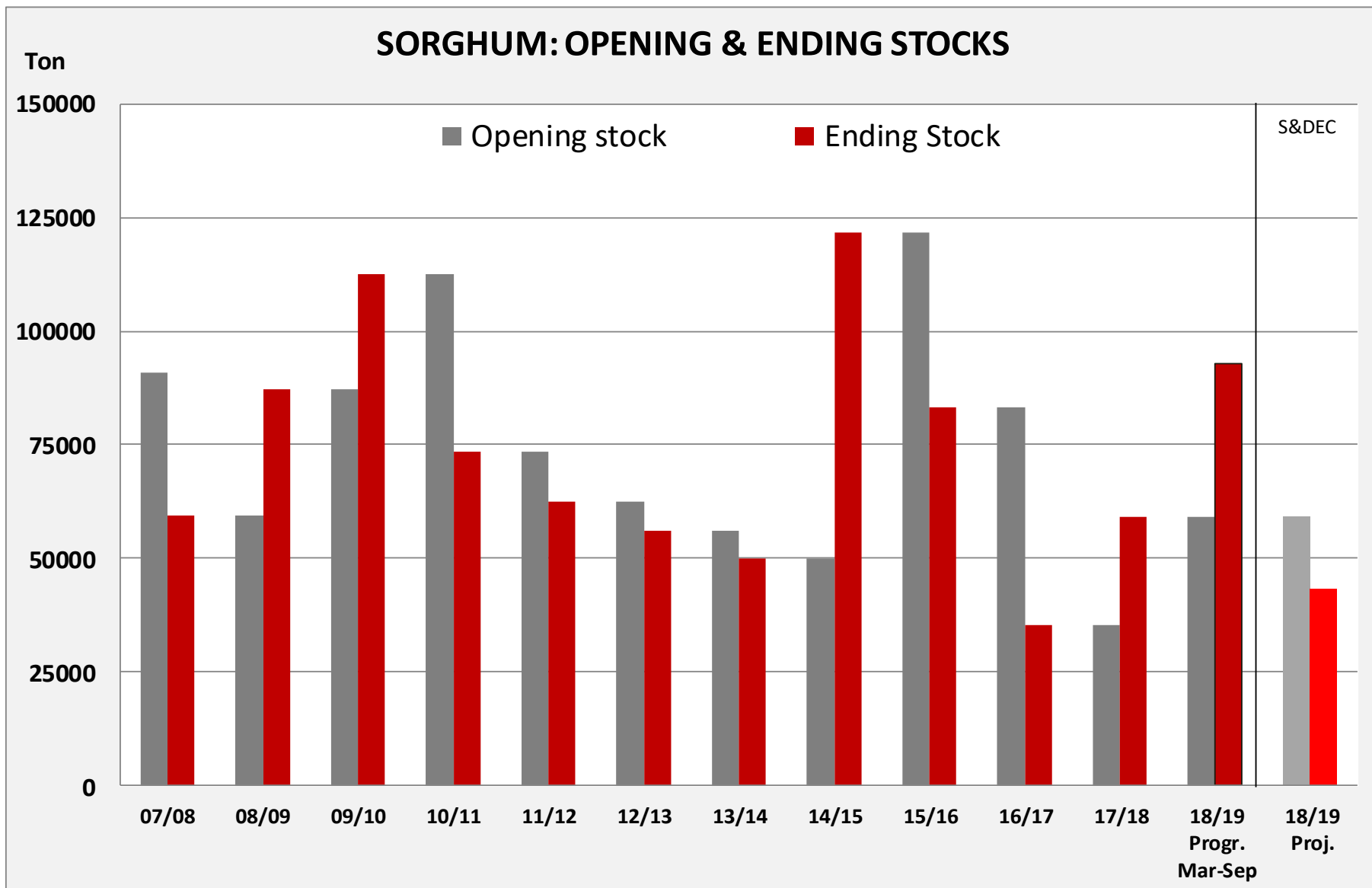
Source: SAGIS



Sorghum: Consumption



Sorghum: Opening & Ending Stocks



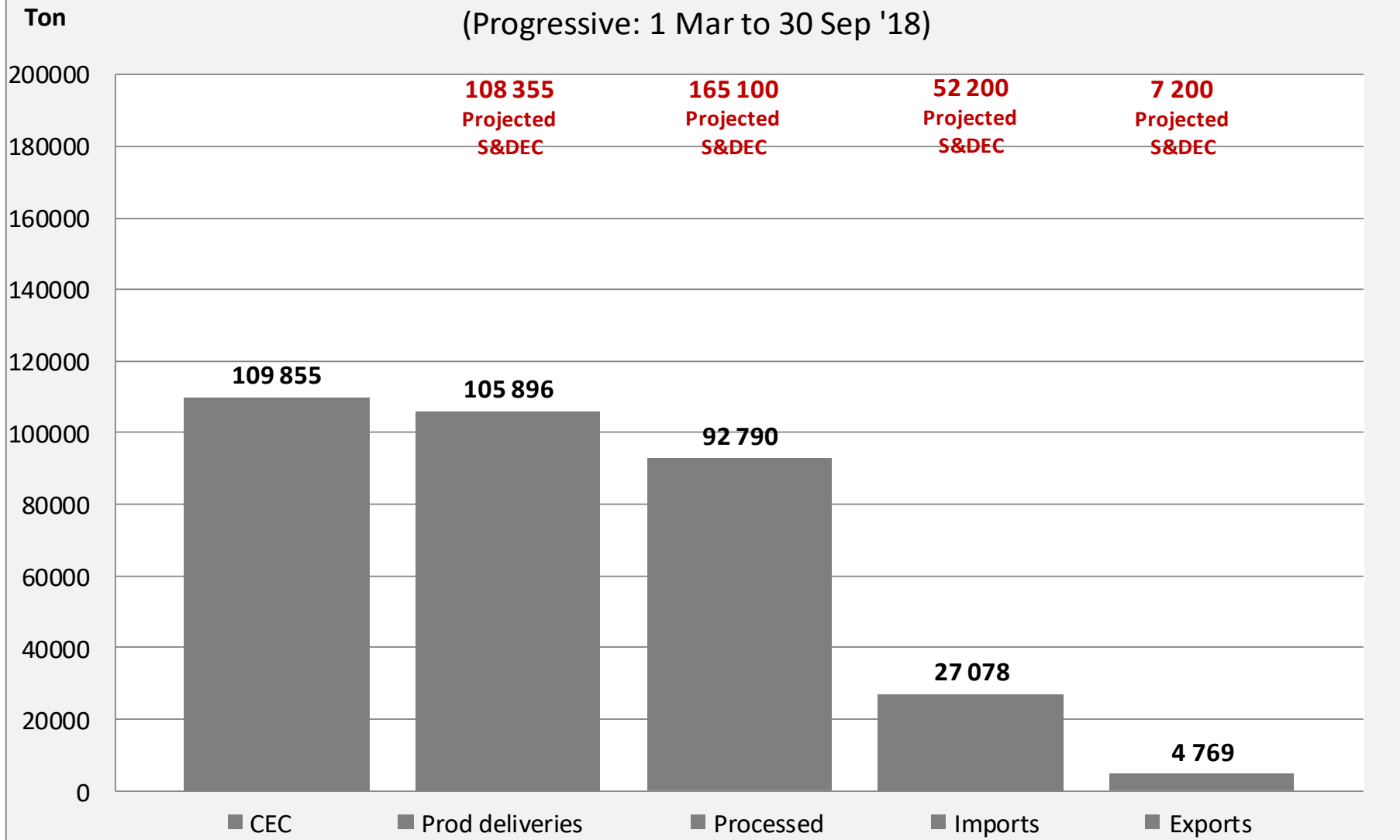
Sorghum: 2018/19 Marketing Year

(Progr. 1 Mar – 30 Sep '18)



SORGHUM: 2018/19 MARKETING YEAR

(Progressive: 1 Mar to 30 Sep '18)





Price movements

20 Years
service to the industry
November
(1997 - 2017)

Sorghum: Price movements

Indicative **Import** Parity Prices

2018/10/24	Sorghum USA Golf Nov '18	Sorghum Argentine Up River Oct '18	Sorghum Australian Brisbane Oct '18
	\$/t	\$/t	\$/t
FOB value	175.00	130.00	324.00
Freight	40.00	37.00	20.00
Insurance (0.3% of FOB)	0.53	0.39	0.97
Cost, insurance and freight (CIF) \$/t	215.53	167.39	344.97
<i>Converted to R/t</i>			
R/\$ Exchange rate on: 2018/10/23	14.3722	14.3722	14.3722
	R/t	R/t	R/t
Cost, insurance and freight (CIF)	3 097.64	2 405.76	4 957.98
Financing	25.46	19.77	40.75
Cost, insurance, freight & financing	3 123.10	2 425.53	4 998.73
Discharging (Durban)	203.37	203.37	203.37
Import tariff	75.45	56.05	139.70
FOR at Durban	3 198.55	2 481.58	5 138.43
Railage: Durban to Randfontein	320.00	320.00	320.00
DELIVERED - Durban to Randfontein	3 518.55	2 801.58	5 458.43
DELIVERED - Durban to Randfontein (2018/10/24)	3 686.12	2 666.29	4 279.01
SAFEX price (2018/10/23)	3 650.00	3 650.00	3 650.00



Sorghum: Price Movements

SAFEX Local prices

SAFEX: Latest prices vs. previous prices

Sorghum Contract	2018/10/23	% Month on Month	2018/09/25	% Year on Year	2017/10/23
	Price R		Price R		Price R
December '18	3600.00	0.00	3600.00	41.18	2550.00
March '19	3550.00	0.00	3550.00	24.56	2850.00

Source: SAFEX



Sorghum: Price Movements

CBOT International prices

Sorghum FOB: Latest prices vs. previous

	2018/09/26	% Month on Month	2018/08/29	% Year on Year	2017/09/27
	Price \$		Price \$		Price \$
US Gulf	176.00	-3.30	182.00	-6.88	189.00
Argentina, Up River	130.00	-7.14	140.00	0.00	130.00



Sorghum: Imports SARS FOB Prices

(2018/19: Progr. 1 Mar – 31 Aug '18)

SORGHUM 1007.90 March - February		2018/19 Mar - Aug '18	2017/18	2016/17
Imports	Quantity (Ton)	26 903	59 086	81 716
Total value of imports	FOB value (R'000)	66 584.84	128 965.32	201 689.66
Value per ton	R/Ton	2 475.00	2 182.65	2 468.19

Source: SARS



Sorghum: Imports per country – SARS FOB Prices

(2018/19: Progr. 1 Mar – 31 Aug '18)

Imports Tariff Line 1007.90 Grain sorghum - Other

Country	Quantity (Ton)	FOB value (R'000)	R/Ton
Botswana	1 875.360	4 334.28	2 311.17
Malawi	60.072	137.06	2 281.66
United States	24 698.785	61 438.17	2 487.50
Ukraine	234.700	581.14	2 476.10
Unknown	34.000	94.18	2 770.00
Total	26 902.917	66 584.84	2 475.00

Source: SARS



Sorghum: Exports SARS FOB Prices

(2018/19: Progr. 1 Mar – 31 Aug '18)

SORGHUM 1007.90 March - February		2018/19 Mar - Aug '18	2017/18	2016/17
Exports	Quantity (Ton)	2 407	73 187	12 944
Total value of exports	FOB value (R'000)	9 660.88	193 662.24	53 477.02
Value per ton	R/Ton	4 013.01	2 646.13	4 131.55

Source: SARS



Sorghum: Exports per country – SARS FOB Prices (2018/19: Progr. 1 Mar – 31 Aug '18)

Exports Tariff Line 1007.90 Grain sorghum - Other

Country	Quantity (Ton)	FOB value (R'000)	R/Ton
Botswana	28.559	373.38	13 073.75
Congo, Dem Rep Of	0.326	3.27	10 030.67
Lesotho	0.085	1.07	12 588.24
Malawi	0.016	0.46	28 750.00
Mozambique	34.559	363.54	10 519.58
Namibia	269.224	1 234.01	4 583.60
Netherlands	0.520	27.57	53 019.23
Swaziland	2 009.099	7 177.66	3 572.57
United Kingdom	65.000	479.93	7 383.48
Total	2 407.388	9 660.88	4 013.01

Source: SARS



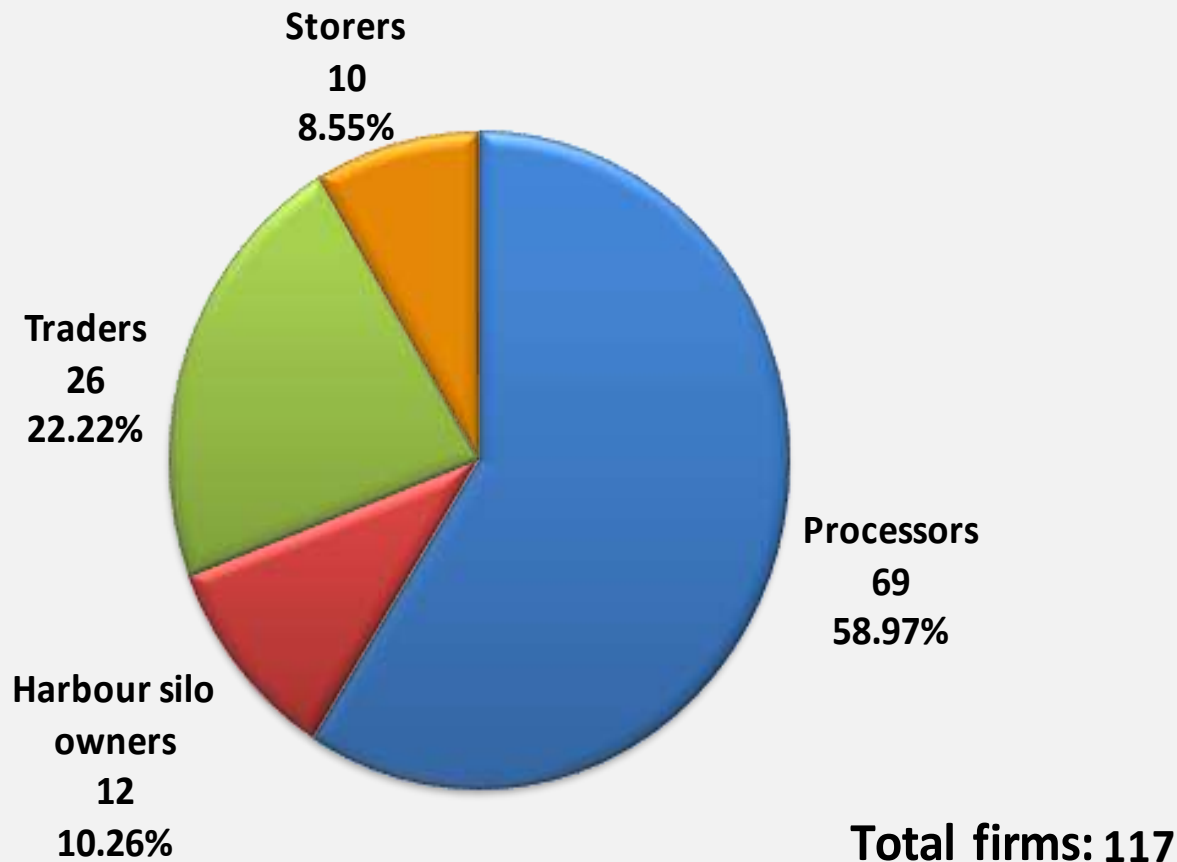


General

20 Years
service to the industry
November
(1997 - 2017)

Sorghum: Firms registered with SAGIS

-2018/19-



Acknowledgement

Board of Directors

Ms Mariana Purnell
Chairperson



Dr John Purchase
Vice-Chairperson

Sorghum Industry is represented by:



Mr Anton Nebe
Vice-Chairperson



Mr Happy Mohane
Director



Mr Willem Groothof
(Alternate)

Acknowledgement

Gratitude

The following parties makes it possible for SAGIS to fulfil all commitments:

- Sorghum Trust
- Sorghum Forum
- Relevant Associations
- Board of Directors
- Co-workers
- Staff

**Thank you for being part of SAGIS'
20 year history,
the present
and ensuring its future.**



Note:

This presentation is available on SAGIS' website
under Presentations

SAGIS

*The difference between
Ordinary and
Extraordinary
is that little extra.”*

- Jimmy Johnson